

## How to Use VEH91, Sodium Chloride (Road Salt) Statewide Contract

<b>Contract #:</b> VEH91	<b>Contract Duration:</b> 09/01/2010 to 08/31/13
<b>MMARS #:</b> VEH91*	<b>Options to renew:</b> Annually through 8/31/15
<b>Contract Manager:</b> Ronald L. Whitaker - 617-720-3112 <a href="mailto:ron.whitaker@state.ma.us">ron.whitaker@state.ma.us</a>	
<b>This contract contains:</b> Supplier Diversity Office (SDO) Businesses and Environmentally Preferable Products (EPP) Programs and Prompt Pay Discount Program	
Last change date: 10/25/12	

### Contract Summary

This contract is for the supply and delivery of **Sodium Chloride (Road Salt)** to Commonwealth Departments, Cities and Towns and other Commonwealth eligible entities.

The following product is available under this contract: **Sodium Chloride** intended for use as a deicer/anti-icer (see ASTM D 632-01 “Type I” specifications) and will be mined rock salt or solar salt, when authorized and approved by OSD and MassDOT.

- Chemical Composition Requirements:** Sodium Chloride (NaCl) min. % = 95.0
- Physical Requirements:** Particle size distribution, when tested by means of laboratory sieves:

Sieve Size	Weight % Passing
3/8 inch	95%-100%
No.4	20%-90%
No.8	10%-60%
No.30	0%-15%

**NOTE:** Detailed requirements for these sieves are given in the Annual Book of ASTM Standards, Volume 14.02, E11 Specification for Wire-Cloth Sieves for Testing Purposes.

### Benefits and Cost Savings

- Competitive Pricing through aggregation of volumes
- Contract Pricing is lower than all other New England states and New York State

### Who Can Use This Contract?

**Applicable Procurement Law:** MGL c. 7, § 22; c. 30, § 51, § 52; 801 CMR 21.00

**Eligible Entities:**

- Cities, towns, districts, counties and other political subdivisions
- Executive, Legislative and Judicial Branches, including all Departments and elected offices therein;
- Independent public authorities, commissions and quasi-public agencies
- Local public libraries, public school districts and charter schools;
- Public Hospitals, owned by the Commonwealth;
- Public institutions of high education
- Public purchasing cooperatives;
- Non-profit, UFR-certified organizations that are doing business with the Commonwealth;
- Other states and territories with no prior approval by the State Purchasing Agent required; and
- Other entities when designated in writing by the State Purchasing Agent.

## Pricing and Purchase Options

**Purchase Options:** Purchases will be direct, outright purchases with no delivery charges.

**Pricing and buying details:** This contract was awarded in accordance with MassDOT Districts and Sub-Districts for each vendor. The Price File is located at the bottom of the expanded Vendor Page on Comm-Pass. Pricing is effective September 1, 2012 through August 31, 2013. The following forms should be used when initially committing to purchase under this contract and/or updating annual tonnage:

- Memorandum of Understanding form allows Cities, Towns, Co-Ops and all Eligible Entities to certify that they will purchase from this Statewide Contract for 2012-2013.
- Cities, Towns, Co-op and Eligible Entities Form 2012-2013 provides the location of District and Sub-District, estimated tonnage and delivery address for vendor delivery.
- Cities and Towns District/Sub-Listing document identifies the District or Sub-District for all 351 cities and towns within the Commonwealth.

Please note that once a City, Town, Co-Op or Eligible Entity is approved for contract use there is no need to re-submit the Memorandum of Understanding or the complete the Cities, Towns, Co-op and Eligible Entities Form.

## Additional Information

**Awarded Vendors:** Detailed information for each vendor is available on the "Vendor" tab on the [Comm-PASS](#) website. First click on the "Contract" tab, then in the center of the next page click on "Search for a Contract", then on the next page in the Document Number field enter VEH91, click "Search" and follow directions and select the "Vendor" tab for a listing of all vendors.

- |                           |  |                     |
|---------------------------|--|---------------------|
| 1. Eastern Salt           | <a href="mailto:smahoney@easternsalt.com">smahoney@easternsalt.com</a>                     | 978-251-8553        |
| 2. International Salt     | <a href="mailto:bids@iscosalt.com">bids@iscosalt.com</a>                                   | 888-388-4726 Ext. 1 |
| 3. American Rock Salt     | <a href="mailto:jamie.mcclain@americanrocksalt.com">jamie.mcclain@americanrocksalt.com</a> | 585-991-6817        |
| 4. Granite State Minerals | <a href="mailto:jharrington@gsmsalt.com">jharrington@gsmsalt.com</a>                       | 887-889-7924        |
| 5. Cargill Inc.           | <a href="mailto:Elaine_Dembinski@cargill.com">Elaine_Dembinski@cargill.com</a>             | 440-716-4733        |

## Strategic Sourcing Services Team Members

Jerry Allen, MassDOT, [jerry.allen@state.ma.us](mailto:jerry.allen@state.ma.us)

Jerry Lighthouse, Advanced Purchasing Technologies, [jighthouse@advanced-purchasing.com](mailto:jighthouse@advanced-purchasing.com)

Len Walsh, MassDOT, [len.walsh@state.ma.us](mailto:len.walsh@state.ma.us)

Paul Brown, MassDOT, [paul.brown@state.ma.us](mailto:paul.brown@state.ma.us)

Scott Wilson, MassDOT, [scott.wilson@state.am.us](mailto:scott.wilson@state.am.us)

Silvio Petraglia, MassDOT, [Silvio.petraglia@state.ma.us](mailto:Silvio.petraglia@state.ma.us)

## Where to Obtain Important Contract Information

To obtain in depth contract information please go to the Comm-PASS ([www.comm-pass.com](http://www.comm-pass.com)) website, click on "Contracts" then search by document number VEH91 to locate the following contract information:

Contract User Guide	"Forms & Terms" tab
Request for Response (RFR)	"Forms & Terms" tab
Memorandum of Understanding 2012-2013	"Forms & Terms" tab
Cities and Towns Form 2012-2013	"Forms & Terms" tab
Cities and Towns District Sub-District Listing	"Forms & Terms" tab
Pricing 2012-2013	"Vendor" tab at the bottom for each vendor

End